# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

### FORM 8-K

### Current Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): January 23, 2003

### **Umpqua Holdings Corporation**

(Exact Name of Registrant as Specified in Its Charter)

OREGON (State or Other Jurisdiction of

<u>000-25597</u> (Commission File Number) 93-1261319 (I.R.S. Employer Identification Number)

Incorporation or Organization)

200 SW Market Street, Suite 1900

Portland, Oregon 97201 (address of Principal Executive Offices)(Zip Code)

(503) 546-2491

(Registrant's Telephone Number, Including Area Code)

(Former name or former address, if changed since last report)

### Item 7. Financial Statements and Exhibits

(a) Financial statements of business acquired.

Not applicable.

(b) Pro Forma Financial Information

Not applicable.

(c) Exhibits.

The following exhibits are being filed herewith and this list shall constitute the exhibit index:

### **Exhibit**

(99) Press Release

### Item 9. Regulation FD Disclosure

On January 23, 2003, Umpqua Holdings Corporation issued a press release announcing its operating earnings for the fourth quarter and year ended 2002. All information in the press release, appearing in Exhibit 99, is not filed but is furnished pursuant to Regulation FD.

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

UMPQUA HOLDINGS CORPORATION (Registrant)

Dated: January 23, 2003 By: /s/Kenneth E. Roberts

Kenneth E. Roberts Assistant Secretary



Parent company for Umpqua Bank and Strand, Atkinson, Williams & York

#### I. FOR IMMEDIATE RELEASE

#### **Contacts:**

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## UMPQUA HOLDINGS CORPORATION ANNOUNCES CONTINUED MOMENTUM IN FOURTH QUARTER AND YEAR-END EARNINGS

**PORTLAND, Ore. - Jan. 23, 2003 -** Umpqua Holdings Corporation (NASDAQ: UMPQ), parent company of Umpqua Bank and of Strand, Atkinson, Williams & York, Inc. today announced operating earnings of \$7.46 million, or \$0.31 per diluted share for the fourth quarter of 2002, a 47% increase over the same period one year ago. For the full year 2002, operating earnings were \$23.69 million, or \$1.11 per diluted share.

Operating earnings are defined as the company's earnings before deduction of merger related expenses, which are only reported in quarters in which significant merger related activities occur. Net income is operating earnings minus merger related expenses.

Net income for the fourth quarter of 2002 was \$6.72 million or \$0.28 per diluted share. For the full year 2002, net income was \$21.97 million or \$1.03 per share.

The following table presents a reconciliation of net income to operating earnings, which excludes merger related expenses, for each period presented:

	(Dollars in 000's, except per share data)						
		<b>Q4 2002</b>		Q3 2002		<b>2002</b>	2001
Net Income	\$	6,715	\$	6,010	\$	21,968	\$ 8,550
Add Back: Merger related expense, net of tax		<u>748</u>		<u>==</u>		<u>1,721</u>	<u>4,837</u>
Operating Earnings	\$	<u>7,463</u>	\$	<u>6,010</u>	\$	<u>23,689</u>	\$ <u>13,387</u>
Earnings per diluted share:							
Net Income	\$	0.28	\$	0.29	\$	1.03	\$ 0.45
Operating Earnings	\$	0.31	\$	0.29	\$	1.11	\$ 0.70

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### Umpqua Holdings Corporation Announces Fourth-Quarter and Year-End Earnings January 23, 2003 Page 2

It was another historic year for this company,' said Ray Davis, president and chief executive officer of Umpqua Holdings Corporation. 'Through the acquisition of Centennial Bancorp, which closed on November 15, 2002, we expanded the market territory and services of Umpqua Bank and have become the Northwest's leading community bank. Along with strong revenues from our investment brokerage firm, Strand, Atkinson, Williams & York, we continue to strengthen our platform for continued growth in earnings for 2003.'

Total consolidated assets of Umpqua Holdings as of December 31, 2002 were \$2.56 billion, compared to \$1.43 billion at December 31, 2001. Total gross loans and deposits were \$1.78 billion and \$2.1 billion, respectively, as of December 31, 2002, compared to \$1.0 billion and \$1.2 billion, respectively, as of December 31, 2001. The following table provides a recap of organic growth compared to growth from acquisitions over the past two years:

(dollars in 000's)	-	Lo	an Gro	owth_	-	<b>Deposit Growth</b>		-	Asset Growth			
Fiscal 2001: Organic growth Acquired growth Total growth	\$ \$	119,731 366,428 485,999	23 69 92	% % %	\$	72,607 450,982 523,589	11 <u>66</u> <u>77</u>	% % %	\$	84,932 558,131 643,063	11 <u>71</u> <u>82</u>	% % %
Fiscal 2002: Organic growth Acquired growth Total growth	\$ \$	130,277 631,896 762,173	13 62 75	% % %	\$ <u>\$</u>	177,681 721,216 898,897	15 60 <u>75</u>	% % % %	\$ <u>\$</u>	155,743 971,510 1,127,253	11 68 79	% % %

Non-interest income for the fourth quarter of 2002 increased to \$9.16 million, an increase of 37% over the third quarter of 2002 and an increase of 28% over the fourth quarter of 2001. This is due largely to significant increases in mortgage banking revenue. Sold mortgage loan volume was \$349 million in the fourth quarter, compared to \$166 million in the third quarter. Approximately \$71 million of the fourth quarter sold mortgage loan volume is attributable to the former Centennial Bank mortgage operations.

Umpqua Bank, Umpqua Holdings's largest subsidiary, achieved an efficiency ratio before merger-related expenses of 52.88% for the quarter and 55.58% for the year ending December 31, 2002.

All offices and departments of Centennial Bancorp's subsidiary, Centennial Bank, now operate as Umpqua Bank. The integration of the two organizations has proceeded smoothly with standardized products, pricing and lending policies in effect. Full operational integration is expected to be completed within the first half of 2003.

The acquisition of Centennial Bancorp was accounted for under the purchase accounting method, and Centennial Bancorp's results are included from the date of closing.

- more -

Umpqua Holdings Corporation Announces Fourth-Quarter and Year-End Earnings January 23, 2003 Page 3

### **About Umpqua Holdings Corporation**

Umpqua Holdings Corporation (NASDAQ: UMPQ) is the parent company of Umpqua Bank, an Oregon state-chartered bank recognized for its entrepreneurial approach, innovative use of technology, and distinctive banking solutions. Umpqua Bank has 68 stores throughout Oregon and Southwest Washington. Umpqua Holdings also owns a retail brokerage subsidiary, Strand, Atkinson, Williams & York, Inc. which has nine locations throughout Oregon and Southwest Washington and offers brokerage services within Umpqua Bank stores. Additionally, Umpqua Holdings's Private Client Services Division provides tailored financial services and products to individual private customers. Umpqua Holdings Corporation is headquartered in Portland, Ore. For more information, visit www.umpquabank.com/investor.

Umpqua Holdings Corporation will conduct a quarterly earnings conference call Thursday, January 23, 2003, at 10:00 a.m. PST where the Company will discuss fourth-quarter results and provide an update on the recent acquisition of Centennial Bancorp. There will be a question-and-answer session following the presentation. Shareholders, analysts and other interested parties are invited to join the call by dialing 888-373-3590 a few minutes before 10:00 a.m. The password is 'UMPQUA.' A rebroadcast can be found approximately one hour after the conference call by dialing 888-568-0502, or by visiting www.umpquabank.com/investor.

This press release includes forward-looking statements. These statements are necessarily subject to risk and uncertainty. Actual results could differ materially from those projected in these forward-looking statements as a result of certain risk factors set forth in the Forms 10-K for Umpqua Holdings Corporation and Centennial Bancorp for the year ended December 31, 2001. These risk factors include, but are not limited to, the level of commercial activity, general market conditions, prevailing interest rates, the companies' abilities to continue generating loans, their abilities to execute on their community-based banking strategies, and intense competition within the banking industry, which the companies believe will increase. Specific risks in this press release include timely completion of the Centennial Bank integration, the timing and amount of consolidated savings and additional acquisition charges, and future growth in assets and earnings.

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## **Umpqua Holdings Corporation**

### **Consolidated Statements of Income**

(unaudited)

	Quarter ended:							
Dollars in thousands, except per-share data	Dec	cember 31, 2002	Se	eptember 30, 2002	Ι	December 31, 2001		
Interest income								
Loans and leases	\$	26,340	\$	20,435	\$	18,374		
Investments taxable		2,659		2,557		2,400		
Investments tax exempt		790		714		686		
Temporary investments		247		318		242		
Other interest and dividends		22		28		22		
Total interest income		30,058		24,052		21,724		
Interest expense								
Deposits		5,769		5,394		6,031		
Repurchase agreements and								
fed funds purchased		114		101		121		
Trust preferred securities		839		18		-		
Other borrowings		213		226		335		
Total interest expense		6,935		5,739		6,487		
Net interest income		23,123		18,313		15,237		
Provision for credit losses		1,384		900		1,750		
Non-interest income								
Service charges		2,541		2,138		2,066		
Brokerage fees		2,208		2,299		2,125		
Mortgage banking revenue		3,989		1,190		2,195		
Other income		418		1,078		740		
Γotal non-interest income		9,156		6,705		7,126		
Non-interest expense								
Salaries and benefits		10,877		8,963		7,997		
Occupancy and equipment		2,936		2,348		2,169		
Other		5,221		3,810		4,394		
Merger related expenses		1,231				5,641		
Total non-interest expense		20,265		15,121		20,201		
Income before income taxes		10,630		8,997		412		
Income taxes		3,915		2,987		1,003		
Net income (loss)	\$	6,715	\$	6,010	\$	(591)		
Weighted average shares								
Outstanding		24,054,398		20,125,583		18,837,665		
Weighted average diluted								
Shares outstanding		24,364,161		20,398,796		19,107,953		
Basic earnings (loss) per share	\$	0.28	\$	0.30	\$	(0.03)		
Diluted earnings (loss) per share	\$	0.28	\$	0.29	\$	(0.03)		
2. Tates carmings (1000), per siture	Ψ	- more -	Ψ	0.27	Ψ	(0.03)		

## **Umpqua Holdings Corporation**

### **Consolidated Statements of Income**

(unaudited)

	Year ended:						
Dollars in thousands, except per-share data	D	December 31, 2002		December 31, 2001			
Interest income							
Loans and leases	\$	86,966	\$	73,222			
Investments taxable		9,493		9,753			
Investments tax exempt		2,946		2,737			
Temporary investments		838		2,236			
Other interest and dividends		82		90			
Total interest income		100,325		88,038			
Interest expense							
Deposits		21,545		30,155			
Repurchase agreements and							
fed funds purchased		372		614			
Trust preferred securities		856					
Other borrowings		1,024		1,640			
Total interest expense		23,797		32,409			
Net interest income		76,528		55,629			
Provision for credit losses		3,888		3,190			
Non-interest income							
Service charges		8,640		7,768			
Brokerage fees		9,012		8,309			
Mortgage banking revenue		9,075		5,106			
Other income		1,616		2,215			
Total non-interest income		28,343		23,398			
Non-interest expense							
Salaries and benefits		37,117		30,260			
Occupancy and equipment		9,596		9,263			
Other		17,249		14,748			
Merger related expenses		2,752		6,610			
Total non-interest expense		66,714		60,881			
Income before income taxes		34,269		14,956			
Income taxes		12,301		6,406			
Net income	\$	21,968	\$	8,550			
Weighted average shares							
Outstanding		21,054,351		18,781,813			
Weighted average diluted							
Weighted average diluted  Shares outstanding		21 306 036		19 006 349			
Weighted average diluted Shares outstanding		21,306,036		19,006,349			
	\$	21,306,036	\$	19,006,349 0.46			

## **Umpqua Holdings Corporation**

### **Consolidated Balance Sheets**

(unaudited)

Dollars in thousands, except per-share data	<b>December 31, 2002</b>		Se	September 30, 2002		December 31, 2001	
Assets:							
Cash and cash equivalents	\$	120,542	\$	128,022	\$	107,988	
Trading account securities		1,905		1,534		3,010	
Investments available for sale		331,160		251,996		193,588	
Investments held to maturity		18,455		20,011		19,134	
Loans held for sale		62,349		32,959		11,520	
Loans and leases		1,778,315		1,076,521		1,016,142	
Less: Allowance for credit losses		(24,731)		(15,038)		(13,221)	
Loans and leases, net		1,753,584		1,061,483		1,002,921	
Federal Home Loan Bank stock		6,589		4,973		8,170	
Premises and equipment, net		58,585		40,623		38,871	
Other real estate owned		2,209		756		1,061	
Mortgage servicing rights, net		9,316		7,043		4,876	
Goodwill and other intangibles		160,967		26,105		25,841	
Other assets		30,303		11,450		11,731	
	\$	2,555,964	\$	1,586,955	\$	1,428,711	
Liabilities:							
Deposits	\$	2,103,790	\$	1,347,494	\$	1,204,893	
Securities sold under agreements							
to repurchase and fed funds purchased		31,232		28,771		33,215	
Borrowings		24,219		24,048		31,041	
Other borrowings		5,000		-		-	
Trust preferred securities		75,000		25,000		-	
Other liabilities		28,564		10,428		24,261	
Total liabilities		2,267,805		1,435,741		1,293,410	
Shareholders' equity:							
Common stock		225,380		94,116		92,268	
Retained earnings		59,475		53,880		41,041	
Accumulated other comprehensive						,-	
Income		3,304		3,218		1,992	
Total shareholders' equity		288,159		151,214		135,301	
Total liabilities and shareholders' equity	\$	2,555,964	\$	1,586,955	\$	1,428,711	
Common about on the state of th							
Common shares outstanding at period		27 000 501		20 127 242		10.052.065	
End	φ	27,980,591	φ.	20,137,343	¢.	19,952,965	
Book value per share	\$	10.30	\$	7.51	\$	6.78	
Tangible book value per share	\$	4.55	\$	6.21	\$	5.49	
Tangible equity	\$	127,192 more -	\$	125,109	\$	109,460	

# **Umpqua Holdings Corporation Loan Portfolio**

Dollars in thousands	D	ecember 31, 2002	<b>September 30, 2002</b>		D	ecember 31, 2001
Loans and leases by purpose:						
Commercial real estate	\$	817,691	\$	584,921	\$	499,155
Residential real estate		79,708		56,530		134,876
Construction		270,116		125,433		74,372
Total real estate		1,167,515		766,884		708,403
Commercial		554,090		259,266		235,809
Leases		6,698		3,931		4,098
Consumer		49,305		46,184		59,988
Other		707		256		7,844
Total loans and leases	\$	1,778,315	\$	1,076,521	\$	1,016,142

#### Year ended:

		100	ar ciraca.	araca.			
	Dec	ember 31, 2001					
Allowance for credit losses							
Balance beginning of period	\$	13,221	\$	9,838			
Provision for credit losses		3,888		3,190			
Loan charge-offs, net		(2,234)		(1,670)			
Acquisitions		9,856		1,863			
Balance end of period	\$	24,731	\$	13,221			
Net charge-offs to average							
Loans and leases (annualized)		0.2	0%	0.20%			
Allowance for credit losses to							
Loans and leases		1.3	9%	1.30%			
Allowance for credit losses to							
non-performing loans and leases		13	4%	393%			
Non-performing loans and leases							
to total loans and leases		1.0	3%	0.33%			
Non-performing assets							
Non-performing loans and leases	\$	18,395	\$	3,366			
Real estate owned		2,209		1,061			
Total non-performing assets	\$	20,604	\$	4,427			

<sup>-</sup> more -

### **Deposits by Type**

December 31, 2002 September 30, 2002 December 31, 2001

Demand, non interes	st bearing 494,810 320,150 270,813
Demand, interest be	earing 814,494 490,640 440,739
Savings	162,043 82,314 73,357
Time	632,443 454,390 419,984
Total Deposits \$ \$ \$	2,103,790 1,347,494 1,204,893

# **Umpqua Holdings Corporation Selected Ratios**

	Quarter ended:				
A. Consolidated Ratios					
	<b>December 31, 2002</b>	<b>September 30, 2002</b>	<b>December 31, 2001</b>		
Net Interest Spread:					
Yield on loans and leases	7.21%	7.47%	8.08%		
Yield on investments (1)	4.91%	6.01%	6.32%		
Yield on temporary investments	1.44%	1.61%	2.21%		
Total yield on earning assets	6.61%	6.89%	7.54%		
Cost of interest bearing deposits	1.74%	2.09%	2.85%		
Cost of securities sold under agreements to					
re-purchase and Fed funds purchased	1.44%	1.53%	1.26%		
Cost of borrowings	3.76%	3.73%	5.10%		
Cost of trust preferred	5.33%	5.22%	0.00%		
Total cost of interest bearing liabilities	1.92%	2.12%	2.86%		
Net interest spread	4.69%	4.77%	4.68%		
Net interest margin	5.10%	5.27%	5.32%		
Before Merger Related Expenses:					
Return on average assets	1.43%	1.55%	1.13%		
Return on average equity	13.75%	15.97%	11.75%		
Return on average tangible equity	23.76%	19.35%	13.92%		
After Merger Related Expenses:					
Return on average assets	1.29%	1.55%	-0.18%		
Return on average equity	12.36%	15.97%	-1.90%		
Return on average tangible equity	21.38%	19.35%	-2.25%		
1. Bank only Ratios					
Umpqua Bank efficiency ratio before merger expenses	52.88%	55.08%	60.19%		
Umpqua Bank net interest margin	5.28%	5.27%	5.32%		

<sup>(1)</sup> Tax-exempt interest has been adjusted to a taxable equivalent basis using a 35% tax rate.

# **Umpqua Holdings Corporation Selected Ratios**

	Year ended:					
2. Consolidated Ratios						
	<b>December 31, 2002</b>	<b>December 31, 2001</b>				
Net Interest Spread:						
Yield on loans and leases	7.51%	8.73%				
Yield on investments (1)	5.86%	6.51%				
Yield on temporary investments	1.58%	3.75%				
Total yield on earning assets	7.02%	8.04%				
Cost of interest bearing deposits	2.04%	3.70%				
Cost of securities sold under agreements to						
re-purchase and Fed funds purchased	1.43%	2.91%				
Cost of borrowings	3.77%	5.42%				
Cost of trust preferred	5.33%	0.00%				
Total cost of interest bearing liabilities	2.12%	3.74%				
Net interest spread	4.91%	4.30%				
Net interest margin	5.38%	5.13%				
Before Merger Related Expenses:						
Return on average assets	1.47%	1.10%				
Return on average equity	14.64%	11.32%				
Return on average tangible equity	19.76%	12.59%				
After Merger Related Expenses:						
Return on average assets	1.36%	0.70%				
Return on average equity	13.58%	7.22%				
Return on average tangible equity	18.33%	8.04%				
Bank only Ratios						
Umpqua Bank efficiency ratio before merger expenses	55.58%	58.23%				
Umpqua Bank net interest margin	5.44%	5.13%				

<sup>(1)</sup> Tax-exempt interest has been adjusted to a taxable equivalent basis using a 35% tax rate.